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AGRICULTURAL COOPERATION

LEGAL, ECONOMIC, AND ORGANIZATION INFORMATION COLLECTED BY THE DIVISION OF COOPERATIVE MARKETING,
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PRUNE COOPERATIVE PARTICIPATES IN ADVERTISING CAMPAIGN

The California Prune and Apricot Growers' Association, San Jose, has joined with other handlers of California prunes in an advertising campaign to stimulate the demand for this product. Advertisements are being carried in national magazines and in the rotogravure sections of more than 50 large newspapers in the thickly populated section east of the Rocky Mountains and north of the Ohio and Potomac Rivers. The expense of the campaign is being met by an assessment of one-eighth of one cent on each pound of prunes sold.

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CALIFORNIA BERRY ASSOCIATION TEN YEARS OLD

Copies of the tenth annual report and financial statement of the California Berry Growers' Association, Inc., San Francisco, have been distributed by the management. This association was organized in April, 1917 to assist its members in marketing their crops of strawberries and raspberries. Part of the berries are sold locally and the rest are shipped to markets in the eastern cities. The management estimates that 90 per cent of the strawberries and 55 per cent of the raspberries produced in the region served by the organization are grown by members of the association.

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MICHIGAN ASSOCIATION SELLS VARIOUS FRUITS

Fruit sales by the Paw Paw Cooperative Association, Paw Paw, Mich., were \$192,528 for the 1926 season, made up of the following items: grapes, \$169,492; apples, \$3,461; cherries, \$12,758; raspberries, \$3,725; strawberries, \$2,909; miscellaneous, \$183. The association also purchased farm supplies which it sold to members, sales amounting to \$88,563. Total expenses for the year were \$11,903, made up of \$8,394 operating expense and \$3,510 general expense. At the close of the business year the association had a net worth of \$20,172. Land, warehouses and equipment had a depreciated value of \$7,133.

CALIFORNIA CITRUS ASSOCIATION ASSISTING DEALERS

Merchandising and display service in behalf of "Sunkist" oranges is now being rendered by the largest force ever put into the field by the California Fruit Growers' Exchange, Los Angeles.

From November to February 5, 17,397 personal service calls had been made on retailers, according to recent information from the management of the Exchange. In several of the large cities merchandising service men were secured from various newspapers for work under the direction of the Exchange specialists. The aim of the campaign has been to reach a large number of dealers in the shortest possible time in order to stimulate the demand for California citrus fruits. Conferences of field service men have been held recently in Chicago and Boston.

Window displays are an important feature of the campaign. Instruction is given by the service men in buying fruit and in pricing it for resale, all dealer service is being closely correlated with the selling program of the Exchange.

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CALIFORNIA PEAR ASSOCIATION DISPOSES OF BIG CROP

From 257 members nine years ago the California Pear Growers' Association, San Francisco, has grown to over 1,300 members who in 1926 produced two and one-half times as many pears as did the members in 1917. Many new orchards are still to come into bearing. This immense 1926 crop came into competition with a big crop of all fruits with resultant low prices. The annual report states, "The orchards showing a profit were only those that produced more than an average crop, or better than average quality, coupled with efficient management."

Heretofore, the association has been able to sell all canning pears to local canneries, but the 1926 crop more than filled the requirements of all the canneries in California and made necessary the shipment of more cars than in 1925. A quantity of pears was dried, but sales were unsatisfactory.

Although advertising has been carried on by the association since 1917, unusual efforts were made this season to increase consumer demand. The association advertised in New York, Chicago, Detroit, and Philadelphia, also in three new markets, Minneapolis, St. Paul, and Los Angeles. Striking newspaper advertisements, coupled with quantities of display material in the windows and on the walls of the better fruit stores, not only in the large cities mentioned, but also in the smaller cities and towns within a radius of 50 miles, did much to create demand for the increased shipments. Expenditures for advertising amounted to \$47,583. Income from commissions for the year amounted to \$110,694. The year closed with reserves of \$125,632.

WISCONSIN CHEESE PRODUCERS' FEDERATION CONTINUES TO GROW

In thirteen years cheese sales by the Wisconsin Cheese Producers' Federation, Plymouth, Wis., have increased from less than \$1,000,000, a year to more than \$7,000,000. The quantity of cheese produced annually has increased from about 6,000,000 pounds to more than 33,600,000 pounds. This Federation is the selling organization for about 200 cooperative cheese factories. Thirteen branch warehouses have been established for receiving, curing and storing the cheese produced by the local factories. During 1926 the warehouses received from 900,000 pounds to nearly 7,000,000 pounds of cheese each. The gain in quantity of cheese received in 1926 as compared with 1925 was 11 per cent. The gain in sales in 1926 over 1925 was 8 per cent. The average price per pound received for cheese has varied from less than 14 cents in 1914 to more than 30 cents in 1919. The average price for 1926 was 20.25 cents which was a trifle less than for 1925.

In addition to marketing cheese the Federation handled 1,989,845 pounds of cream in 1926, which was sold for about \$300,000. More than 7,100,000 pounds of cream have been marketed since the Federation began handling cream in 1921. Each year a larger quantity has been sold than during the preceding year, as will be noted by the following figures:

Year	Pounds of cream	Year	Pounds of cream
1921	236,954	1924	1,264,122
1922	865,162	1925	1,755,214
1923	1,057,431	1926	1,989,845

Commissions for handling cream amounted to \$20,893 for 1926.

In 1920 a factory supply department was established, which has purchased supplies valued at more than half a million dollars. Purchases for 1926 amounted to more than \$133,000. The purchases year by year are as follows:

Year	Supplies purchased	Year	Supplies
1920	\$41,669	1924	\$95,559
1921	50,391	1925	113,763
1922	56,966	1926	133,331
1923	90,963		

At the close of 1926 the Federation had a net worth of \$84,783. Its assets included land and buildings to the value of \$43,854, and warehouse equipment and refrigerating machinery to the value of \$26,000.

(See Agricultural Cooperation, April 12, 1926, p. 159.)

NEW YORK ASSOCIATION SELLS CHEESE FOR LOCAL UNITS

More than \$600,000 was received from the sale of the 3,008,902 pounds of cheese made in 1926 by the member units of the St. Lawrence County Cheese Producers' Cooperative Association, De Peyster, N. Y. The cheese was sold at an average price of 21.018 cents per pound. The association closed its business year with a cash balance of \$1,813.

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NEW YORK'S NEW DAIRY ASSOCIATION HOLDS MEETING

The Unity Cooperative Dairymen's Association held its first business meeting in Utica, February 4, and issued a statement of its principles and policies. The board of directors organized and elected officers. It was decided to continue the organization committee as a committee on plans, procedure and publicity, with facilities to its chairman for full and intimate information of every feature of its affairs. The new organization is said to represent fully 75,000 producers. It is the purpose of the association to enlarge the consumption of milk in the cities supplied from the New York milk shed and to protect the interests of the milk producers. The basis of the association will be local units which will be federated.

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TWIN CITY MILK ASSOCIATION REVIEWS 1926 OPERATIONS

Nearly three hundred million pounds of milk was handled in 1926 by the Twin City Milk Producers' Association, St. Paul, Minn. This was an increase of 6.6 per cent over the quantity handled in 1925. Of the total, 49.7 per cent was sold as market milk, or 4.6 per cent less than in 1925. Butter was made to the amount of 3,269,587 pounds; cheese, 1,673,103 pounds; milk powder, 1,315,129 pounds; condensed milk, 6,744,889 pounds; casein, 801,667 pounds; ice cream, 51,392 gallons; and 38,618,916 pounds of skim milk was sold. Total sales came to \$8,379,776, which was 3.6 per cent more than the amount of 1925 sales.

As the manufacture of cheese has proved less profitable than other products, the quantity made is to be greatly reduced, one factory has been closed entirely. Returns for condensed milk have proved as profitable as for market milk. Two condensing units are in operation at Anoka, two at Minneapolis, and one at St. Paul. Milk powder also proved profitable and 46.1 per cent more was made than in 1925. The association expects to turn much more of the skim milk into powder this year. New equipment will be installed in the Minneapolis and Northfield plants in time to take care of the June surplus.

(See Agricultural Cooperation for January 22, 1927, p. 25.)

SOUTH DAKOTA CREAMERY GAINS ELEVEN HUNDRED MEMBERS

In the year ending November 30, 1926 the Equity Union Creameries, Aberdeen, S. D., manufactured 2,135,041 pounds of butter and 60,000 gallons of ice cream. This was 16 per cent more butter than in the previous year. Total business transacted amounted to \$978,496, or 13 per cent more than the previous year.

During the year 1,110 new members were added to the association and records showed that 89 per cent of the total membership patronized the creameries. Present membership is about 7,000.

The growth of this farmers' cooperative enterprise which was formed in 1916 is indicated by the figures below:

Year	Pounds of butter made	Total sales	Net income*	
			Amount	Per cent of sales
1916	500,000	-----	-----	---
1917	854,181	-----	**\$9,235	---
1918	1,153,396	-----	37,195	---
1919	1,143,880	-----	41,639	---
1920	1,340,115	-----	19,559	---
1921	1,659,260	\$700,000	33,415	4.8
1922	1,526,245	600,000	28,806	4.8
1923	1,518,779	750,000	23,939	3.2
1924	1,622,765	681,840	37,430	5.5
1925	1,800,291	861,577	64,380	7.5
1926	2,135,041	978,496	46,034	4.7

*Includes patronage dividends.

**Total for 1916 and 1917.

In addition to the creamery at Aberdeen a branch plant was opened in March, 1926, at Mitchell and proved so satisfactory that the management was encouraged to open a second branch plant at Jamestown. Preparations for opening this plant are well under way, including a membership campaign which began March 1 with a meeting at Jamestown. The Jamestown territory will extend west into Montana.

The net worth of the association on December 31, 1926, was \$202,540 including \$37,467 surplus and \$46,034 of undivided profits. The Aberdeen plant and equipment has a depreciated value of \$150,267 and the Mitchell plant and equipment a depreciated value of \$15,182. Among the assets of the association are U. S. Treasury notes to the value of \$30,000.

(See Agricultural Cooperation for September 27, 1926, p. 392.)

OHIO ASSOCIATION SERVES ONE THOUSAND FARMERS

Slowly the net worth of the Fayette Producers' Company, Washington Court House, Ohio, has increased from less than \$6,000 to more than \$31,000. This company, which is engaged in marketing livestock for its members and in buying their farm supplies, began functioning in October of 1920. At the close of 1921 there were 453 stockholders; the following year there were 618, at the close of 1923, 746; 1924, 828; 1925, 943; and at the close of 1926, 1,065.

The quantity of livestock handled has increased each year from the first. The weight of livestock in rounded millions for the several years is as follows: 1921, 7; 1922, 9; 1923, 12; 1924, 13; 1925, 17; 1926, 21. The number of floors of livestock shipped each year, with the number of animals of each kind and the total number of animals is as follows:

Year	No. floors shipped	Hogs	Cattle	Calves	Sheep	Total animals
1921*	492	31,662	362	354	1,657	34,035
1922	670	42,020	886	1,059	2,686	46,651
1923	862	57,034	1,389	1,817	3,225	63,465
1924	936	62,116	1,546	2,343	4,060	70,065
1925	1,210	69,620	1,139	3,554	6,348	80,661
1926	1,508	89,044	1,118	4,002	8,738	102,902
Total	5,678	351,496	6,440	13,129	26,714	397,779

* From October 27, 1920, to December 31, 1921.

The company does collective buying of supplies for its members. The first year these purchases amounted to about \$3,000 and the last year to nearly \$80,000. The refunds on purchases made by members have increased from a few hundred dollars a year to more than \$5,000. There have also been "loyalty refunds" in connection with the livestock shipments. These are really additional returns to members who have been exceptionally loyal to the association. These additional payments for 1926 amounted to \$3,290.

The growth of this cooperative enterprise through its six years of life is shown by the following figures:

Year	Net weight live-stock shipped	Net market value	Supplies sold	Refunds on supplies	Net worth
	(Pounds)				
1921*	6,533,880	\$ 553,395	\$ 3,935	—	\$ 5,813
1922	9,241,085	834,549	18,322	\$ 694	7,679
1923	12,215,480	910,992	61,409	2,979	12,778
1924	13,490,055	1,111,461	60,765	4,213	21,000
1925	16,797,200	1,961,900	104,178	5,882	25,317
1926	21,149,405	2,652,689	79,757	3,507	31,252

* From October 27, 1920, to December 31, 1921.

ILLINOIS ASSOCIATION SHIPS LIVESTOCK FOR ENTIRE COUNTY

Livestock producers who shipped through the Adams County Shippers' Association, Quincy, Ill., last year received 98.3 per cent of the f.o.b. value of their livestock. Total shipments consisted of 56,479 animals as follows: hogs, 46,770; cattle, 4,985; and sheep, 4,724. The market returns for this livestock, f.o.b. shipping points, were \$1,547,573, of which amount \$1,532,590 was paid to the 5,345 shippers.

This association which was started in 1919 operates over the entire county. It has fifteen directors, all farmers, one for each shipping district, who meet monthly and formulate the business policies of the association. While the stock is shipped by local managers from points near the producers, all business transactions are directed from a central office where all records are kept and from which payments to producers are made. The association does its own prorating of returns and thereby saves enough on terminal market expense to pay a bookkeeper who is also available for all of the association bookkeeping. The county manager, the local managers and the bookkeeper are under surety bonds amounting to \$35,000.

The report for the year 1926 states that the association is gradually acquiring the scales and loading chutes at the various stations in the county and is providing its shippers with free weighing services. While the association was created especially to serve Farm Bureau members it handles livestock for nonmembers at a charge of 5 cents per hundred weight in addition to the usual deductions.

The growth of the livestock shipping business of the association is shown by the following figures:

Year	Number of cars	Number of shippers	Number of animals	Amount received	Net to producers
1919*	101	439	7,679	\$ 211,640	\$ 210,230
1920	610	3,334	44,529	1,200,067	1,187,450
1921	795	4,946	59,775	1,012,052	997,517
1922	633	4,282	47,230	909,380	897,277
1923	689	4,360	53,247	836,425	822,482
1924	640	-----	47,620	841,046	827,133
1925	621	-----	44,552	1,154,112	1,142,196
1926	795	3,345	56,479	1,547,573	1,532,590

* September, October, November and December.

In addition to shipping livestock in 1926 the association handled 65 cars of apples; 17 cars of potatoes; 6 cars of feeder pigs; 5 cars of spray material and 6 cars of barrels and baskets. The grand total of all business for the year was \$1,620,466.

ALBERTA POULTRY POOL TELLS OF ACHIEVEMENTS

In the year 1926 the Alberta Cooperative Poultry Producers, Ltd., Calgary, Canada, handled 223,432 dozen eggs, all of which were delivered by members who had signed producers' contracts. When eggs were received the association paid a price two cents below the prevailing market price, and later made final settlement. The year was divided into four pool periods. The first period was January and February when receipts were very light and overhead high, and the association was able to make an additional return of only two cents a dozen to producers. The next two periods included the months of heavy receipts during which 200,000 dozen eggs were handled, and producers received a final payment of four cents, or two cents above market price. As some of these eggs were placed in storage the final settlement had to be delayed till the stored eggs were sold. The fourth pool, extending from October 1 to the end of the year, contained but few eggs. A flat initial price of 20 cents was paid and final settlement has not been made yet.

In addition to eggs the association handled 113,700 pounds of turkeys, and 208,923 pounds of chickens, geese and ducks. Final payments brought the returns for turkeys two cents above prevailing quotations, and for chickens, one cent above market prices.

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MINNESOTA POULTRY ASSOCIATION RECEIVES BIG CHECK

The largest check ever issued by the Lake Region Cooperative Egg and Poultry Exchange, St. Paul, Minn., was one for \$61,917, to one of its local units, the Thief River Valley Cooperative Poultry Association, for the December turkey pool. Last year the Exchange issued a check to the same local for the 1925 turkey pool for \$44,000.

Twenty-three car loads of dressed turkeys, ducks and geese were handled by the Exchange in 1926, compared with 15 cars in 1925, an increase of nearly 60 per cent. This increase, the management states, does not represent increased production but increased deliveries from producers in the territories where the Exchange has been working for three years. Fancy turkeys were branded last year with the "Lake Region" label.

A dressing plant established in 1925, partly as an experiment, was found so advantageous that two additional plants were started in 1926 and nearly all poultry was fed and dressed. The result was that all the poultry received was handled through the dressing plants of the Exchange and brought prices a full cent closer to terminal prices than in the previous year. Virtually the same statement is made in regard to egg sales. They were more favorable compared with terminal market prices than in 1925. The greatest advance, however, is believed to be the establishment of the "Lake Region" brand for eggs and poultry, thereby guaranteeing uniformity and high quality.

POULTRY PRODUCERS PRESENT TENTH ANNUAL REPORT

The 1926 operations of the Poultry Producers of Central California, San Francisco, are reviewed in detail in the February number of Nulaid News. Annual reports from executive officers of the organization and its various branches are given, with many illustrations and many figures.

Eleven per cent more eggs were received than in 1925, the figures being 782,062 cases in 1925 and 869,324 cases in 1926. Weekly checks advanced to members aggregated \$7,935,110, which was \$153,952 less than in 1925. The average weighted prices in all districts for the two years were: 1925, 34.47 cents; 1926, 30.43 cents. The amount available for deferred payments from all sources in the egg department will amount to about \$425,000. This includes income from eastern shipments, storage eggs and operating accounts.

A total of 376,150 cases of eggs were shipped to eastern markets during 1926. The districts supplying these eggs will receive a deferred payment of approximately \$180,000. A storage pool, operated from March to June, received 134,042 cases and resulted in practically \$100,000 more than the initial advances to members on the eggs stored. The general and district operating accounts showed a combined surplus of \$101,850 at the end of the year. Total cost of handling the egg department, including overhead, insurance, depreciation, labor and selling, but not interest, amounted to 58.9 cents per case, compared with 53.5 cents last year. Cost of cases averaged 42.5 cents each. In addition to the above, there was an expenditure of \$48,602 for cleaning dirty eggs, or the equivalent of 5.6 cents a case for all eggs received by the association during the year. Of far more importance than the cost of cleaning is the difference in price between clean eggs and cleaned eggs.

Interest on the advance fund at the rate of 6 per cent, amounting to \$28,836, was distributed on December 31.

Experiments in drying eggs have convinced the management that it can not dry eggs in competition with the imported product, and the amount invested in that line has been practically written off the books. The frozen egg business has developed very satisfactorily.

A department for handling poultry was started in March and a feed department in July. The association handled 1,359,564 pounds of live poultry for which the producers were paid \$317,145, and 70,598 pounds of dressed poultry were stored. The department has been reorganized and facilities are being provided at Petaluma for fattening and dressing poultry.

The feed department is considered a great asset to the membership. Sales increased every month. In its first six months of operation it sold 16,192 tons of feed to members. It has paid its expenses, set aside a commercial reserve of \$13,000, and made a net income of about \$25,000. Formulas for mixed feeds were adopted by a committee made up of practical poultrymen and specialists in feed and feeding from the University of California.

The association now maintains egg packing plants in 9 California cities and receiving stations at 16 other points.

BIG COTTON DELIVERY IN MISSISSIPPI

When one member of the Mississippi Farm Bureau Cotton Association, Jackson, Miss., delivered 1,272 bales of cotton on one draft January 28, a new high record was established, as no member in that association had ever before delivered so many as 1,000 bales in a single season. This was also more bales than had ever been received in a single day. On that day the association's receipts of 1926 cotton passed the 50,000 mark.

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TEXAS COTTON ASSOCIATION REPORTS ON PROGRESS MADE

On January 20, the Texas Farm Bureau Cotton Association, Dallas, had received 178,271 bales of 1926 cotton, of which 168,439 bales had been received in Houston, and 9,832 bales were in transit. Sales had been made of 87,064 bales, of which 60,664 had been sold at a fixed price, and 26,400 bales sold unfixed. Prices had ranged from 8 cents to 21 cents, with an average price of 13.94 cents on all cotton sold and fixed to that date. A large share of this cotton was received after the break in prices the first week in October.

For the cotton received the association has advanced to members \$6,986,000. Receipts from sales have amounted to \$3,651,831, and the association has borrowed \$4,440,000 from the banks to which it owes this sum.

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SOUTH CAROLINA COTTON ASSOCIATION DRAFTS NEW CONTRACT

A new marketing contract with its members has been drawn up by the South Carolina Cotton Growers' Cooperative Association, Columbia, "shaped to fit present needs and based upon four years of experience." It give the member certain options by which he has the right to name the time of sale and base of settlement of the cotton he delivers.

All the services rendered under the old contract will be continued, including the regular seasonal pool which it is expected will be by far the largest pool. The monthly and daily pools will give additional service to such growers as are obliged to have money promptly and are unable to wait for settlement of the seasonal pool. The contract will become effective with the 1927 crop and will run for ten years with privilege of cancellation on the part of the member at the close of any fiscal year by giving notice one year in advance.

RICE INTERESTS OF THREE STATES MAY BE ORGANIZED

A movement has been started for the organization of the banking, milling, and irrigating interests, and the rice farmers of Louisiana, Arkansas and Texas, for the orderly marketing of rice. Louisiana took the lead in the proposition. The subject of an organization was discussed by several clubs early in the winter and a committee was appointed to circulate a petition among the rice farmers.

This petition, which was signed by 300 farmers, expresses the belief that an organization must control at least 80 per cent of the rice grown in the three states in order to meet the needs of the present time or of the future. As the banking, milling and irrigating interests of the three states now finance 80 per cent of all the rice grown therein, by their becoming members the organization would immediately be guaranteed control of 80 per cent of all rice grown. The belief was also expressed that "banking, milling, irrigating and farming interests should be equally represented in the government and direction of this proposed cooperative marketing organization."

On February 4 the executive committee of the Association of Commerce of Lake Charles took action favorable to the proposed organization and thereby agreed that it would use its influence throughout the rice belt in carrying through the proposed undertaking.

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COLORADO BEAN ASSOCIATION GROWING RAPIDLY

"The fastest growing cooperative in the state" is the reputation of the Colorado Bean Growers' Association, Denver. In March, 1926, the members numbered 150 with 8,000 acres of beans; two months later the acreage under contract was 20,000; in December there were 600 members representing approximately 35,000 acres. The organization was formed in 1925 as the result of three years' work by a group of Colorado farmers, and is now conducting its second pool. As a large share of the pinto beans of the United States are grown in the states of Colorado and New Mexico, the matter of pooling the crop is greatly simplified.

In order to serve the members to the best advantage and aid in the membership campaign, the president and general manager are moving their offices over the state and establishing temporary headquarters in bean growing sections. They propose by this plan to make it easy for bean growers to visit headquarters and have all questions plainly and intelligently answered. Members will be given first hand information on all the business practices, plans and accomplishments of the association.

A plan to reduce handling costs has been worked out and will be presented to the growers. It is proposed that the association, through a subsidiary organization, lease or build warehouses at certain central points, and also lease or build local warehouses at shipping points having a 75 per cent sign-up in the pool.

CALIFORNIA COOPERATIVE STORE EARNS NET INCOME

Sales of the Solvang Cooperative Store, Solvang, Calif., for the year 1926 amounted to \$71,210; cost of merchandise delivered was \$59,055, and expenses came to \$10,526. The result of the year's operations was a net income of \$772. This association was organized in March, 1919, and began business April 19 of that year. In 1924 it reported having 84 members.

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OHIO ASSOCIATION PAYS PATRONAGE DIVIDENDS

Patronage dividends of \$130,827 were paid by the Ohio Farm Bureau Service Company, Columbus, to members making purchases during 1926. In addition, a dividend was paid upon the \$25,000 of outstanding capital stock. Sales of farm supplies during the year, as given in the statement of income and expense, were as follows: Feeds, \$1,148,328; grain, \$1,822,250; fertilizer, \$1,314,996; binder twine, \$102,164; coal, \$104,238; seeds, \$103,888; potatoes, \$41,578; salt, \$2,486; total, \$4,639,928. The net income for the year was \$135,876, out of which amount dividends were paid.

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INDIANA FARM BUREAU PURCHASING DEPARTMENT REORGANIZES

A reorganization of the purchasing department of the Indiana Farm Bureau is under way. The plan of reorganization was discussed fully at a meeting of representatives of Farm Bureau units from all over the state, and was approved.

The first step in the process was that of reincorporation under the cooperative marketing act of Indiana, with an increase in capital stock from \$10,000 to \$150,000. Of this, 1,000 shares will be common stock and 500 shares will be preferred. Two shares of common stock with a par value of \$100 each are to be held by each director of the cooperative, and the remainder is to be apportioned among the county Farm Bureau units in lieu of patronage dividends on purchases, no unit being allowed to hold more than 50 shares, and no unit being allowed more than one vote. Based on last year's fertilizer business alone, shares to the amount of \$6,700 are now being apportioned among about 40 counties.

In counties where there is a regularly organized purchasing department with a county manager in charge, the state department will conduct business through such agencies and no others. Price lists will be distributed through these county managers.

COOPERATION IS BEING DEVELOPED IN EGYPT

Egypt now has 141 agricultural cooperative societies with 10,807 members, as the result of the work of the Cooperative Section formed in the Ministry of Agriculture in 1923, following the enactment of a law to facilitate the spread of the movement and to safeguard its interests.

The plan of procedure is as follows: The cooperative inspectors visit promising districts and hold open-air meetings, explaining to the people in a way that interests them and in the language they understand, the high ideals of the movement and its practicability. They teach principles and methods and show them how to start and administer a society. A number of visits may be made to the same districts and when the people wish to form a society, the inspectors aid in organization and follow up with close supervision. The promoters of this work believe that "these societies are founded on the true cooperative basis, following its genuine teachings, and rendering useful services to their members."

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PROGRESS OF COOPERATION IN ASSAM, INDIA

"A steady although not spectacular" expansion in the cooperative movement, is reported by the Registrar of Cooperative Societies of the Province of Assam, India, for the year ending March 31, 1926. One hundred and thirty-eight new societies were registered and 13 dissolved, leaving a total at the close of the year of 948, of which 883 are agricultural credit societies with 36,927 members. There was a satisfactory increase in the loans paid up and in the amount of new loans issued to members, also in the amount of paid up share capital. The paid up share capital, deposits of members, and accumulated reserve fund, constituted more than one-third of the total working capital. The remainder of the capital was supplied by the Central Banks and other banks. No Government loan was due from any society in this class at the end of the year.

The non-credit cooperatives number 16 and include the cooperative stores, some of which are still working at a loss.

The accounts of the Central Banks, 17 in number, the store societies, the town banks, and the local societies were all audited during the year by the Provincial auditor, the assistant registrar, and a force of inspectors. The annual audit began the middle of April and was not finished until the middle of September.

Quantities of seeds and implements were distributed to farmers by the Agricultural Department, through the cooperative societies. A beginning has now been made in the matter of providing long-term loans for land improvement and liquidation of old debts, by organizing cooperative mortgage credit, and a Cooperative Land Mortgage Bank has been established in the district of Kamrup. In the Surma Valley a society has undertaken rural development, including improved sanitation, medical aid, and promotion of rural industries.

WISCONSIN SUPREME COURT RULES ON EXAMINATION OF DOCUMENTS

The Supreme Court of Wisconsin on January 11, 1927, decided the case of Northern Wisconsin Cooperative Tobacco Pool v. Oleson (211 N. W. 923). The association brought an action against the defendant, seeking specific performance of the contract of the defendant with the plaintiff as to his tobacco crop for 1925. The defendant noticed an examination under section 4096 (now section 326.12) of the Statutes of Wisconsin before a circuit court commissioner, and by appropriate subpoena required the production of all the plaintiff's books, records, and papers. For the convenience of the parties, it was agreed the examination would proceed in the office of the plaintiff, in the absence of the court commissioner. When the examination was about to proceed, a dispute arose between the parties as to the conduct of the examination, which terminated without the examination being had. The defendant thereafter applied to the court for an order requiring the plaintiff to permit the defendant to examine the books and records of the plaintiff, unmolested and unhampered by the plaintiff's officers or agents, for the purpose of obtaining information necessary to plead and for preparing for the trial. The affidavit on the part of the defendant did not specify any particular documents, papers, or information desired and did not in any way show that the information, books or papers desired were pertinent or relevant to the case.

The plaintiff filed a counter affidavit, alleging, among other things, that the defendant sought to have a complete examination of all the plaintiff's books, records and papers made by an auditor of the defendant; that such papers were of very large volume; that the association had more than 7,950 contracts with growers of tobacco; that the association had built up an organization for the purpose of handling large quantities of tobacco for these growers; that since its organization it has handled more than 87,000,000 pounds of tobacco for which it has paid the growers more than \$8,000,000; that it was necessary for the association to enter into large financial contracts, and, for that purpose, to secure large credits with banks; that at times it had borrowed more than \$600,000 and that at the present time it had a line of credit with one bank for \$1,000,000; that the continued success and operation of the association was vitally dependent upon the maintenance of such credit; that its dealings in the sale of its tobacco were limited to a few very large and powerful corporations; that it was necessary for it to protect its books, papers and confidential records from exploitation; that the defendant and others, in substance, were in a conspiracy to wreck the plaintiff association and cause its dissolution; that other actions of the same kind were pending; that the plaintiff was willing to allow an inspection of its records relevant to the pending action, under the supervision of the plaintiff, but was unwilling to permit copying of its records without its knowledge or the copying of records not relevant and pertinent to the issues.

After the hearing the lower court made an order authorizing the defendant to examine the books and records secretly and without disclosing to the plaintiffs any figures, records or data copied therefrom, and, further, that during the examination or copying of any such books or records by the defendant the plaintiff may have a representative in the room but that such representative shall not annoy, hamper or interfere with such examination or copying, and shall make no attempt or effort to ascertain what information is being obtained.

From this order the plaintiff appealed. The plaintiff contended that the order was issued in pursuance of a section of the Wisconsin law which required particularization of information and data desired while the defendant claimed it was issued under a section which in his opinion, did not necessitate such specification. The Supreme Court said, however, that:

Neither section authorizes the indiscriminate exploration into matters extrinsic to the merits of the pending action. Of course it can readily be understood that to give a roving commission for the inspection or production of books or papers, in order that a party may ransack them without limitation, either as to time or manner, would present an intolerable condition.

The court sustained the contention of the plaintiff as to the section of the law under which the order of inspection was made and stated that the application for an order of inspection "should show that they are relevant and pertinent to the defense of the action. This was not shown, either in the application or in the order." Concluding, the court said:

The order, when granted, should be upon affidavit of the defendant or his attorney specifying the particular documents to be examined and a showing of relevancy and materiality. The order should fully protect the plaintiff in its rightful custody of its books and records and in its right to supervise the examination to the extent that no improper use shall be made of its records, and that none are misplaced, destroyed, or lost. It should further reasonably limit the time in which the examination shall be made.

The court is of the opinion that the order is altogether too broad in its scope and that it should be reversed.

H. M. Bain.

FOURTH TRAINING SCHOOL FOR BOOKKEEPERS AND MANAGERS

The Northern States Cooperative League, Minneapolis, announces that its fourth short-term training school for managers and bookkeepers for cooperative associations, will be opened in Minneapolis, April 22 and continued for six weeks, provided 20 or more students are enrolled.

About half of the class periods will be given to bookkeeping and accounting. Management of cooperative stores will also be taught, as well as business correspondence, and other subjects.

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COOPERATIVE TRAINING SCHOOL IN NEW YORK CITY

A training school for employees of consumers' cooperatives is to be held in New York City, April 18 to May 28, under the auspices of the Eastern States Cooperative League. This is the first school of the kind in the eastern part of the country, although a number have been held in Minnesota and Wisconsin. Its sponsors are store, bakery, restaurant and housing societies, and a credit union, in New York and New England, all federated with the Eastern States Cooperative League. The program includes courses in bookkeeping and accounting, cooperative management, and history and principles of cooperation, also lectures by persons who are prominent in the consumers' cooperative movement.

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THIRD ESSAY CONTEST ANNOUNCED BY OKLAHOMA COTTON GROWERS

The Oklahoma Cotton Growers' Association, Oklahoma City, has announced its third annual essay contest, the subject to be "The Marketing Agreement of the Oklahoma Cotton Growers' Association." Any boy or girl in the state not over 21 years of age may enter the contest.

School district contests will be held at designated points under the supervision of a school teacher, principal, county agent, or home demonstration agent. Three hours will be allowed for the actual writing, without access to any reference material, and the essays will be forwarded immediately to the Agricultural Economics Department of the A. & M. College, Stillwater, where they will be judged. The five best essays in each county will be selected for the district contest, and from the district winners, the state prize winners will be selected. The state champion prizes are \$100, \$50, and \$25, also educational prize trips for the champions. Separate prizes are offered for white and colored youth.

A prize of \$50 is offered to the County 4-H Club Federation in each of the five agricultural districts, whose county submits the largest number of essays in the contests.

REPORTED BY THE ASSOCIATIONS

An organization known as the Fayette County Cooperative Marketing Association has been set up at Washington Court House, Ohio, for the marketing of cream, eggs and poultry. It is planned to establish truck routes and to collect produce from the farms of members of the Farm Bureau who have signed the marketing contract.

Among the different products handled by the Adrian Community Market, Adrian, Mich., during 1926, were eggs, poultry, potatoes, onions, berries, pop corn, flour, apples, pears, honey, maple syrup, hides and skins. This market was established by the business men of Adrian and the farmers of the surrounding territory for the purpose of furnishing an outlet for all farm products. The products for which there is no local demand are taken by truck to Detroit or Toledo for sale.

The volume of business transacted annually by the River Falls Cooperative Laundry Company, River Falls, Wis., has increased from \$6,343 for 1914, the first year of operation, to \$25,563 for 1926. Net earnings of the laundry for the last six years are reported as follows: 1921, \$381; 1922, \$1,393; 1923, \$801; 1924, \$1,343; 1925, \$1,589; 1926, \$1,438. This is one of the two farmers' cooperative laundries reporting to the U. S. Department of Agriculture.

Among the assets of the Milwaukee Cooperative Milk Producers, Milwaukee, Wis., at the close of the 1926 business year, were United States Liberty Bonds valued at \$18,150. Capital stock was outstanding to the amount of \$64,575. However, because of deficits incurred in past years, this stock had a value of about \$20,000. The income for the 1926 year amounted to more than \$24,000, and expenses were only about one-half of this amount. More than \$12,000 of the net income was invested in Liberty Bonds.

A list of 25 of its best patrons, published by the Farmers' Union State Exchange, Omaha, Nebr., shows the amounts of business transacted with the Exchange for the past year. These amounts range from \$5,615 to \$30,777, with an average for the entire number of over \$12,000. Every association on the list is said to be operating successfully and paying its bills promptly, with one or two exceptions, on discount dates. The lines of business conducted by these cooperatives includes: warehouses, elevators, creameries, general merchandise, and implements, most of the associations handling more than one line.

NEW PAPER FOR TENNESSEE COTTON GROWERS

"Co-op Cotton" arrived in February from the office of the Tennessee Cotton Growers' Association, with the assurance that it intended to come once every month hereafter and tell all the truth about the Tennessee Association, including a careful report of what the management has done and is trying to do. This addition to the list of cooperative house organs has eight pages, is printed in brown on cream colored paper, and illustrated.

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REPORT ON COTTON GIN OPERATION NOW AVAILABLE

A new preliminary report, issued by the Division of Cooperative Marketing, U. S. Department of Agriculture, deals with "Practices and costs of cotton gin operations in a selected section of North Carolina, 1924-25." The data analyzed and presented in the report were collected in three counties in cooperation with the Bureau of Social and Economic Research of the North Carolina State College. Many tables are introduced in the text. Copies may be procured upon request.

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COLORADO BEAN GROWERS LAUNCH NEW PAPER

"The Bean Grower," was launched December, 1926, as the official publication of the Colorado Bean Growers' Association, Denver, to aid in spreading pool information and to serve as a binding link between pool members. Its plans are stated as follows: "Through its pages each month the pinto raisers will be furnished with information regarding their industry and with data concerning the factors which affect the price of their crop. Through its columns the non-pooler, it is hoped, will learn of the advantages which are to be obtained by cooperation."

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"RURAL LIFE AT THE CROSSROADS"

A volume with the above title is the work of Macy Campbell, head of the department of rural education in the Iowa State Teachers' College. Several chapters are devoted to cooperative marketing in the United States, under the following headings: The Technique of Cooperative Marketing; Development of Cooperative Marketing in the United States; Cooperative Marketing Laws; Articles of Incorporation and By-laws of Cooperative Marketing Associations; Marketing Contracts of Cooperative Associations; The Change in Judicial Decisions. Ginn and Company are the publishers.

SELECTED LIST OF PUBLICATIONS AND ARTICLES

- Cooperative Marketing Journal, Washington, D. C., February, 1927. Contents: George O. Gatlin, Cooperative Marketing in the Black Patch; J. T. Horner, Cooperative Marketing of Fluid Milk; Wheeler McMillen, The Member's Grandfather is Dead; Joseph G. Knapp, The Influence of Volume on Costs; Paul L. Miller, Cooperative Progress in 1926.
- A Decade of Cooperative Dairy Endeavor. Hoard's Dairyman, Ft. Atkinson, Wis., February 25, 1927, p. 175.
- Illinois Agricultural Association. The Story of the I. A. A. and Report for the Year 1926. 70 p., illus. (Chicago. Published by the Association.)
- McDrew, R. H. Turning the Light on the Poultry Producers of Central California. Nulaid News, San Francisco, Calif., February, 1927, p. 7.
- McKay, L. F. Workings of the American Cotton Growers' Exchange. Georgia Cotton Pool News, Atlanta, January, 1927, p. 2.
- Porter, Sherman. The Producers' Contract in Action: What the Burley Tobacco Growers' Association Has Accomplished. The Missouri Farmer, Columbia, Mo., February 1, 1927, p. 6.
- Thomsen, F. L., and Hensley, H. C. Possibilities and Limitations of Cooperative Marketing. 4 p. Univ. of Missouri, College of Agri., Experiment Sta. Circular 150, November, 1926.
- Wallace, B. A. How to Study our Elevator Audit. 4 p. Agricultural College Extension Service, Ohio State University, Columbus, Ohio. 1926.
- Wile, Ed. J. Team Work in Farm Business, II. Inside Observations by One Experienced in Group Selling. Wisconsin Agriculturist, Racine, February 5, 1927, p. 10.
- Wood, H. W. The Political Movement and the Alberta Wheat Pool Greatest Products of the United Farmers of Alberta. The U.F.A., Calgary, Alberta, February 1, 1927, p. 10.
- Your Own Organization: A Brief Story of Past History and Present Developments in Marketing Milk in the Pittsburg Milkshed. Dairyman's Price Reporter, Pittsburg, February, 1927, p. 7.

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